



FirstStateChapter DELAWARE

A Chapter of the Association of Legal Administrators

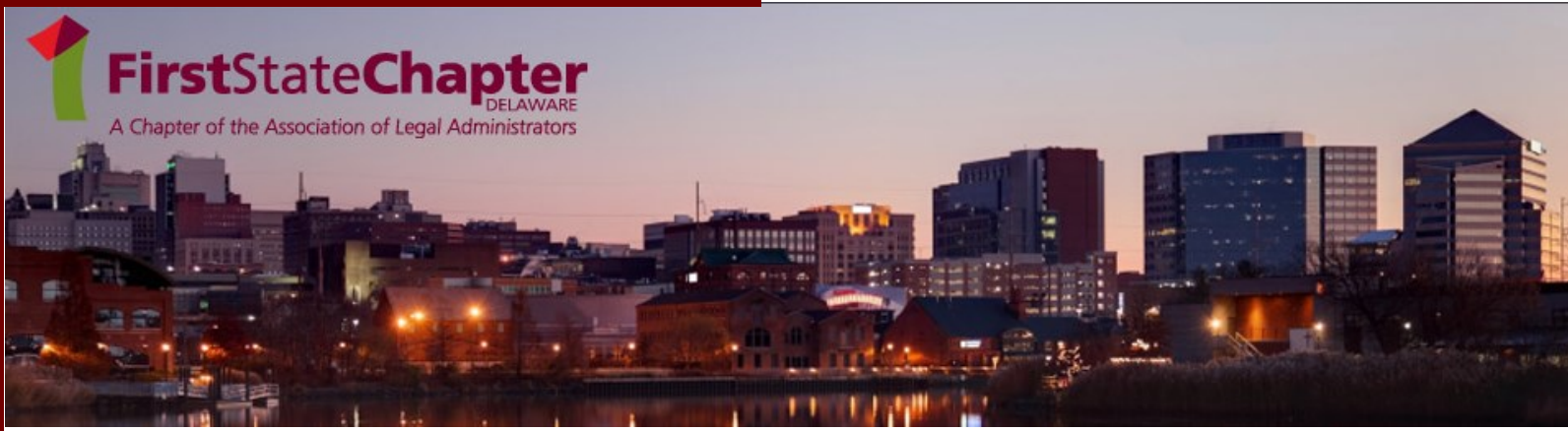
BlueHenNews



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The Kalmar Nyckel*

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President's Message



"The perfect summer day is when the sun is shining, the breeze is blowing, the birds are singing, and the lawnmower is broken."

I hope this summer you are setting that out of office message and taking a well-deserved vacation. The First State Chapter has slowed our roll for the summer, but we still have two events coming up. A summer social on July 12 at Wilma's and our past president's happy hour on August 15 at Ed Oliver Golf Club. We will see you there.

Enjoy the long hot summer days!

- Page Chase



UPCOMING EVENTS

SUMMER SOCIAL
5 PM - 7:30 PM
WILMA'S

JULY
12

PAST
PRESIDENT'S
HAPPY HOUR
5 PM - 7:30 PM
ED OLIVER GOLF CLUB

AUGUST
15

BP Spotlight

Mark Singer has been with Newton One Advisors for 4 years, and became Partner this past year. His role focuses on cultivating relationships within our legal advisor community and assisting with Firm's benefit restoration planning, particularly in the state of Delaware. Prior to Newton One, Mark was an Executive Benefits consultant with UNUM, the largest employee benefits carrier in the Nation and UK. Mark attended the University of Toledo, where he was a 4-year starter and captain of their football program. He is on the board of the Delaware Estate Planning Council and GRIT Talks. He has been married to his wife, Briana, for 8 years and they have 2 children.



Newton One designs, implements, administers, and services insurance restoration solutions for those negatively impacted by standard benefit restrictions and limitations from a retirement and coverage standpoint. Newton

One's programs complement qualified retirement and group insurance plans that may be restrictive in nature, designed to help meet the personal needs and goals of all within the context of the overall corporate financial goals of the Firm. Newton One is 1 of 142 Firms nationwide that are part of the M Financial Group. Clients rely on M Financial Firms for independent advice, exclusive insurance products, wealth solutions, executive benefits, and retirement services—and the exceptional service that has distinguished M for over 40 years

Mark is proud of the resources Newton One was able to provide at the beginning of the year for a local, well renowned estate planning Firm. The company was able to reduce their current ancillary benefits cost and allocate that towards a benefit restoration program, mitigating those underinsured, leveling out coverage for all while maintaining the same premium amounts in totality.

When Covid hit, Mark was asked to create a Podcast and named it the "Newton Knowledge" Podcast. Mark is excited to be recording the 22nd episode next month! It has become an integral part of their outreach and collaborative approach within their practice and the advisor community.

When asked about the focus and challenges Mark foresees as being the most important to his customers, he said "Ancillary benefit reviews or lack thereof. Healthcare steals the show and rightfully so, generally due to costs, market changes and constant utilization. This understandably places the ancillary lines of protection on the back-burner, but if a claim does occur and benefit amounts are not sufficient for the claimant, there is little to nothing that can be done to assist during such hard times. Just as your Firm relies upon an expert for your medical insurance planning, having an expert perform an annual ancillary audit may assist in mitigating catastrophic risks and exposures. Confirmation is key."

We also asked Mark about how working with law firms differs from working with other corporations. Mark said "They tend to have methodical and deliberate processes in place, very similar to how we approach each engagement, systematically and with purpose. Regardless of their specialty, they are in the service industry just like us. I have found that having a strategic plan in place with everyone on the same page working towards a consolidated goal for the individual attorneys but more importantly, the betterment of the overall practice, tends to yield greater success for all parties involved."

Mark enjoys being a part of the ALA because it like being part of a collaborative team that does work for something larger than us while cultivating meaningful relationships.



HAPPY
SUMMER

Scholarship opportunity

The First State Chapter is happy to announce our partnership with the University of Delaware. The First State Chapter is offering one full scholarship, including textbooks, for the Fall 2023 offering of the University of Delaware's Paralegal Certificate Program.

For more information, click [here](#).

Bragging Rights

Happy Retirement

Congratulations to Michael French, CPA
on his retirement effective April 30, 2023!

BLS



Michael French, CPA, former Managing Director and Director of Tax & Small Business, retired on April 30, 2023 with over 43 years of service in public accounting and at BLS.

Interested in becoming a CLM?

The First State Chapter encourages and promotes ALA's Certified Legal Manager (CLM) Program.

To learn more about CLM please visit [ALA's National Website.](#)

Are you an ALA member that has questions or needs help? Please utilize the [ALA Online Community](#) for resources to support you.

Don't forget to check out the ALA's [Legal Management Magazine](#) to stay up to date on trends in our industry.



Bragging Rights



Congratulations!

Congratulations to long time chapter member, Cathy James on her retirement!

Cathy has been a member on the First State Chapter since 2009. She is retiring from her Office Director role at Paul, Weiss, Rifkind, Wharton & Garrison on June 30.

We wish Cathy the best on her future endeavors!



Page Chase, President, competed in a Tough Mudder on May 20th in Philadelphia. The event consisted of 13 challenging obstacles over a 5k track. Page and her friends finished the course in just under 4 hours.

First State Chapter Events



On June 1st, Business Partners and Members gathered at Constitution Yards for the “Networking Mixer” event! The group enjoyed food and networking while playing a few competitive rounds of cornhole and giant Jenga. Thank you to all who came!



In May, First State Chapter board members flew to Seattle for the 2023 ALA Annual Conference. They enjoyed insightful sessions, networking with members from other chapters, and enjoyed Dungeness crabs!



FirstStateChapter
DELAWARE

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Business Partners

Caesar Rodney Level



Brandywine Blue Level



milliCare[®]
FLOOR & TEXTILE CARE

Christiana Level

